

Seminar

U.S. Export + Re-export Control Regulations

Which transactions require a license and which do not?

How does the license application process work?

Which policy and regulation changes are important for your business?

Who should attend:

- Manufacturers who incorporate U.S.-origin products, software or parts into their products
- Freight forwarders, logistics and international delivery specialists
- Exporters of technical products with U.S. origin or U.S. content
- Consultants and legal advisors
- Customs brokers and advisors
- Financial and insurance institutions involved in international trade and investment financing

Thursday, June 5, 2008

9.00am to 5:30pm

**Austria Trend Hotel Savoyen Vienna, Olympia-Mancini Hall 1b
Rennweg 16, 1030 Vienna, Austria**

Friday, June 6, 2008

9.00am to 2:30pm

Welcoming Remarks

Minister Counselor Scott F. Kilner Chargé d'Affaires of the U.S. Embassy in Austria

The increasing integration of the global economy has brought with it an increase in the sale and re-sale of U.S. goods, services, and technologies. It is becoming more and more difficult to know which products are subject to U.S. regulation, which regulations apply, and how to ensure that you are operating within the law.

If your business is involved in international trade, it is cogent upon you to be aware of national, European Union as well as U.S. export regulations. Neglecting export and re-export regulations can lead to fines, the exclusion from trade with American goods, even criminal prosecution.

In this seminar, you will learn when and how U.S. sanctions, export and re-export control regulations apply in transactions outside the United States, how they relate to E.U. law, and how to transfer this knowledge to your daily business dealings.

Program

U.S. Export Controls

- Overview of the U.S. Export Administration Regulations (EAR)
- Terms and principles
- What is the scope of the EAR?
- Determining licensing requirements
- The licensing process and what to expect
- Dealing with embargo countries
- De minimis provisions
- Working with denial lists
- Using the Commerce Control List
- Using the Country Chart
- Classifying your items
- One-time reporting
- License Exceptions
- Country Groups
- End use/user controls
- License Application Process
- Compliance and Enforcement

Country Policy Updates

Amendments and Changes to the Export Administration Regulations

Export Enforcement Issues

U.S. Department of Defense Regulations

Dual-Use Export Control Regulations in Austria and the European Union

Workshop + one-to-one consultations

You are invited to send us your specific problems and questions in advance in order to deal with them in the workshop.

Speakers

Hillary Hess, Director of the Regulatory Policy Division (RPD), Office of Exporter Services. Hillary Hess develops and implements changes to the Export Administration Regulations (EAR) in coordination with other export control offices and agencies. She was involved in the regulatory reform project that revised the EAR in 1996. She has been at the Bureau of Industry and Security (formerly the Bureau of Export Administration) since 1988.

Kirsten Mortimer is the Director of the Bureau of Industry and Security's (BIS) Outreach and Educational Services Division (OESD) which is the focal point for BIS's outreach to the business community in the eastern region of the United States, providing guidance on export control policies and procedures through export counseling and outreach activities. OESD plans and conducts seminars, conferences, webinars, and other outreach efforts to help exporters understand and comply with the Export Administration Regulations (EAR).

Lieutenant Colonel Scott Dullea assumed the duties as Chief, Office of Defense Cooperation - Vienna on 1 July 2007. In this position, he represents not only the US Embassy in Vienna, but also the Commander of the US European Command. LTC Dullea is a graduate of the US Army Airborne and Ranger Schools, the Foreign Area Officer Training Program at the George C. Marshall Center for European Security Studies, the Swiss Military Academy's *Diplomlehrgang*, and the Defense Institute of Security Assistance Management.

James Plitt, Immigration and Customs Attache, Department of Homeland Security, U.S. Embassy in Vienna, with operational responsibility for Austria, Czech Republic, Slovakia, Hungary, Romania, Slovenia, Bulgaria, Bosnia-Herzegovina, Croatia, Serbia Montenegro, Albania and Macedonia. Conducts criminal investigations in concert with foreign law enforcement partners. Mr. Plitt also served as a Division Director at ICE Headquarters and Director of Cyber Investigations in ICE Headquarters in Washington, DC.

Helmut Krehlik, Head of the Department Export Controls and Import Licensing, Austrian Ministry of Commerce and Labour. Mr. Krehlik and his staff are responsible for the formulation of export control legislation and as well as the licensing process for both dual-use and military goods, including embargoes, and national authority of the Chemical Weapons Convention in Austria.

Fax Registration:

ICC Austria Fax: +43 (0)5 90900 DW 3703

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Company/Institution

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Street

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Postcode/City/Country

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Attendee Name and Job Title/Position

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Additional Attendee Name and Job Title/Position

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Tel.

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Fax:

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E-mail-Address

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Date

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Signature

Yes, I want to register for the seminar "US Export + Re-Export Controls Regulations" June 5-6, 2008, in Vienna, Austria and agree that my name and address be registered electronically by ICC Austria and that ICC Austria will inform me about further programs by mail, fax or e-mail.

Organisation:

Date/Seminar venue:

5. and 6. June, 2008: 9:00am – 5:30pm / 9:00am to 2:30pm

Austria Trend Hotel Savoyen Vienna, Olympia-Mancini Hall 1b
Rennweg 16, 1030 Vienna, Austria

Course Fees:

EUR 890 + 20 % VAT., includes full documentation, coffee breaks, lunch, payable net upon receipt of invoice

Discounted Delegate Fee:

EUR 712 + 20 % VAT. for members of ICC Austria
(we would welcome your company/bank should you decide to become a member of ICC Austria)

Registration up to:

5 working days before the seminar.

Cancellation Policy:

A full refund will only be given for cancellations received up to 8 working days before the event. Cancellations must be made in writing. Should you be unable to attend you can nominate a colleague for replacement.

Registration:

☎ Fax: +43 (0)5 90900 – 3703

@ e-mail: icc@icc-austria.org

✉ ICC Austria

Wiedner Hauptstr. 73, 1040 Vienna

Information:

Organisation: Paulus Krumpel